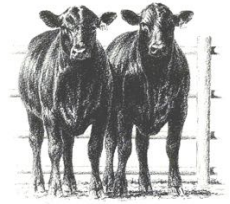


Stanly County Livestock Market
PO Box 465 • Richfield, NC 28137
Barn: 704-474-7681 • Home: 704-463-5828
www.MACStvideo.com/feeder-sales



Dear Feeder Calf Producer,

We would like to start by saying thank you for your interest in the 2019 State Graded Feeder Calf Sales. Whether you have sold on a feeder calf sale in the past or are considering selling for the first time this year, we greatly appreciate you considering us to help you market your calves. This year we will host seven feeder calf sales, the largest offering of state-graded feeder calf sales in North and South Carolina. These sales include “Value-Added BQA Sales” and “Regular Feeder Calf Sales.” These sales are open to all cattle producers, regardless of state or location.

State-graded feeder calf sales are a popular option for producers looking to earn extra value for their calves. Since calves are grouped into pens according to sex, weight, and grade to create uniform groups, we are able to add extra value to the calves at the sale. All calves are graded under the supervision of the NC Department of Agriculture by trained graders. For any questions about the state graders, contact Neil Bowman with the NC Department of Agriculture at 919-707-3146.

The requirements for each type of sale are enclosed; however, at all the sales, the calves must be steers (properly castrated and healed) or heifers - *no bulls are allowed*.

For the second year, **ALL** calves will be required to have at least **one modified live respiratory vaccine (MLV) with pasteurella** in order to qualify for the feeder calf program. This includes calves selling on the “Regular” Feeder Calf Sales. **ALL** calves will need to be tagged on the farm with a Feeder Calf Sale tag. We will provide these tags for you, **free of cost to the producer**. More information on the tagging program is available in the guidelines. **ALL** sales have a required health verification form that must be brought to the barn when cattle are unloaded or submitted to the office prior to sale day.

Enclosed are the **2019 Feeder Calf Sale Producer Guidelines** that include sale dates, sale requirements, tagging requirements, and more. Also included are the health verification forms for all sales. On the back of the vaccination forms are recommended potential vaccination option protocols. If you have any additional questions or concerns about the requirements or the suggested protocols, please contact any of the feeder calf sale representatives listed below.

We hope you will consider using a graded feeder calf sale as a way to market your calves this year. If you would like to sell at one of these sales, we ask that you consign your cattle by contacting Brooke Harward at 704-322-9770 (call or text) or e-mail at bnharward@gmail.com. Again, please consign your cattle to the number or e-mail listed above!

Thank you again for your business. We look forward to working with you in 2019!

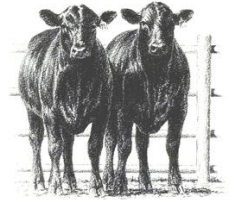
Sincerely,

Marcus Harward – 704-322-0840
Brooke Harward – 704-322-9770

Bruce Shankle – 704-694-8686
Catherine Harward – 704-550-7920



Stanly County Livestock Market
 PO Box 465 • Richfield, NC 28137
 Barn: 704-474-7681 • Home: 704-463-5828
www.NorwoodStockyard.com • www.MACStvideo.com



2019 Feeder Calf Sale Producer Guidelines

These guidelines have been put together to provide guidance and information about the feeder calf sale requirements.

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- II. CONSIGNMENTS**
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- V. POTENTIAL VACCINE OPTIONS
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- VII. SALE DAY PROCESS
- VIII. BENEFITS OF GRADED FEEDER CALF SALES
- IX. GRADING DESCRIPTIONS
- X. TOP REASONS FOR REJECTS

For any questions regarding the Norwood Feeder Calf Sale Program,
 please contact any of the sale representatives listed below.

Stanly County Livestock Market:	Marcus Harward, owner	704-322-0840
	Bruce Shankle	704-694-8686
	Brooke Harward	704-322-9770
NC Department of Agriculture:	Neil Bowman	919-707-3146

I. 2019 SALE DATES

- March 21 – Value-Added BQA Sale**
- May 2 – Regular Sale**
- June 6 – Regular Sale**
- July 11 – Value-Added BQA Sale**
- August 1 – Regular Sale**
- September 5 – Value-Added BQA Sale**
- September 12 – Regular Sale**

II. CONSIGNMENTS

Consignments are highly encouraged for every sale. We prefer these be made in the days or weeks prior to the sale, but they can even be made on the day of the sale. This assists us in knowing expected cattle numbers and potential truckload numbers for each sale. This allows us to communicate with buyers to help them organize trucking and cattle placements, which can help increase feeder calf prices. **Enclosed is a “Sale Consignment Form & Tag Request Form” that can be completed for your consignments.** Consignments can also be made to Brooke Harward at 704-322-9770 (call/text) or bnharward@gmail.com. On sale day call the barn at 704-474-7681.

III. TAGGING REQUIREMENTS

ORANGE: Regular Feeder Calf Sales

YELLOW: Value-Added BQA Sales

Calves need to be tagged on the farm with an official Feeder Calf sale tag prior to the sales. Tags are at **NO COST** to producers who sell on the Feeder Calf Sale and will be provided by the barn. For BQA tags contact Bruce Shankle at 704-694-8686. For regular sales contact Brooke Harward at 704-322-9770. You must call one of these people before picking up the feeder calf tags.

If a producer originally tags the cattle with a “regular sale” tag, but then decides to sell at a BQA Sale, they can re-tag these with a yellow BQA tag. Both sets of tags will be free to the producer.

If a producer has tags left over from 2018 you **MUST CONTACT** Brooke Harward at 704-322-9770 before using them in 2019.

IV. SALE REQUIREMENTS

Regular Feeder Calf Sales

- Steers or heifer calves that are at least 300 lbs. No bulls are allowed.
- Steers must be properly castrated and healed.
- Calves must not have horns - either be polled or properly dehorned and healed.
- Producer must submit the “Regular Sale Health Verification Form” on or before sale day (provided through Stanly County Livestock Market or the local extension office).

Vaccinations

- One dose of a Clostridial/Blackleg vaccine.
- One dose of a Modified Live Respiratory vaccine with Pasteurella
- At least one round of parasite control with a recognized de-wormer

Other Conditions

- Calves need to be tagged with a regular sale ear tag (orange tag) prior to sale day.
See III. TAGGING REQUIREMENTS

Value-Added BQA Weaned Sales

- Steers or heifer calves that are at least 400 lbs. No bulls are allowed.
- Steers must be properly castrated and healed.
- Calves must not have horns - either be polled or properly dehorned and healed.
- Producer must be BQA Certified. www.bqa.org/certification/online-certification
- Producer must submit the “BQA Sale Health Verification Form” on or before sale day (provided through Stanly County Livestock Market or the local extension office).

Vaccinations

- Two doses of a Modified Live Respiratory vaccine including one with Pasteurella
- Two doses of a Clostridial/Blackleg vaccine (one with somnus)
- At least one round of parasite control with a recognized de-wormer

Other Conditions

- Calves must be weaned for at least 45+ days.
- Heifers must be guaranteed open.
- Calves need to be tagged with a BQA sale ear tag (yellow tag) prior to sale day.
See III. TAGGING REQUIREMENTS

***Note: Stressed cattle, hot weather, and long hair were issues in 2018 that contributed to some calves coming into the barn “hot” on sale day. If selling cattle in warmer months, producers need to take extra steps to ensure reduced stressed on the cattle (hauling, time of day, handling, etc.).*

V. POTENTIAL VACCINE OPTIONS

For assistance determining which options are best for your program, contact a feeder calf representative listed on the first page of these guidelines.

Blackleg Vaccine

Merck Animal Health:

Vision 7 or 8 & w/somnus
Cavalry 9

Zoetis:

Ultrabac 7 or 8 & w/somnus
Ultrachoice 7 or 8
One Shot Ultra

Boehringer Ingelheim:

Alpha-7
Bar-Vac 7 & w/somnus

Modified Live Respiratory Vaccine and MLV with Pasteurella

Merck Animal Health:

Vista Once
Vista 5 SQ & Once PMH IN or SQ

Zoetis:

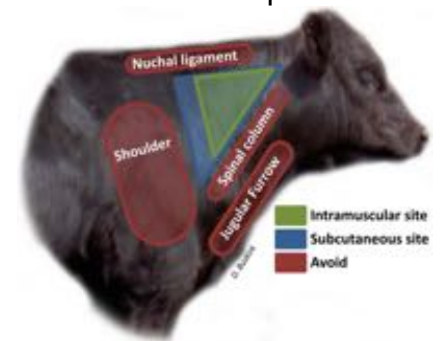
Bovi-Shield Gold One Shot
Bovi-Shield Gold 5
Inforce 3 AND One Shot BVD

Boehringer Ingelheim:

Pyramid 5
Pyramid 5 + Presponse SQ

VI. VACCINE HANDLING TIPS

- Vaccine should be transported in a sealed, refrigerated container that includes a cool pack.
- Keep refrigerated and keep light out during storage-do not freeze.
- Always keep vaccine refrigerated or cooled when handling cattle. Do not leave exposed to direct sunlight on top of working tables.
- All unused and unmixed product should remain refrigerated and only be mixed immediately prior to use.
- **Mix only enough vaccine to be used in a 30-minute period.**
- Syringes should never be cleaned with any disinfectant, only with water. Use syringes dedicated to vaccines only. Do not mix needles/syringes with antibiotics.



VII. SALE DAY PROCESS

- Calves can be unloaded at Stanly County Livestock Market starting at 6:00 am on sale day. (If calves need to be delivered prior to this, contact Marcus Harward). Delivery assistance is also available. Please contact a feeder calf representative to set up trucking options.
- Producers must provide name, mailing address, and phone number at check-in.
- **Producers must submit their Health Verification Form on or before sale day, prior to sale time. This is a requirement for ALL sales.**
- Calves will be weighed and graded individually on a first-come, first-serve basis. Calves are graded under the supervision of the NC Department of Agriculture by trained graders.
- Weighing and grading will begin at 8:00 am, unless otherwise announced.
- Calves must be on the yard by 3:00 pm in order to be weighed and graded for that day's sale.
- After calves are graded, the producer is responsible for asking about "rejects" – or calves that are ineligible to be sold in graded lots. "Rejects" can be taken home by the producer or sold individually at the end of the sale. The producer is responsible for letting the office know PRIOR to sale time if he/she is taking home any ineligible calves.
- The sale will take place at 6:00 pm, unless otherwise announced. All graded calves will sell as graded groups for one price for each group. Producers will be paid for their calf's weight at this price.
- Checks will be promptly mailed to producers after the sale.

VIII. BENEFITS OF GRADED FEEDER CALF SALES

There are many benefits of selling calves at a graded feeder calf sale. Some of the leading benefits are listed below.

- Calves are weighed and graded quickly after unloading. This small wait time ensures that your calves are weighed at an optimal time to provide you with the most value for your calf.
- Calves are grouped into pens according to breed, sex, weight, and grade to create uniform groups. Many times these groups can be combined into truckload lots. The groups and truckload lots are more desirable to the buyers and increase the value of the cattle, helping them bring a higher price.
- Sale averages (as compared to average from sale barn reports during the same week) are historically \$10-\$25 per hundredweight higher for the BQA Sales and \$5-\$15 per hundredweight higher for the regular feeder calf sales.

IX. GRADING DESCRIPTIONS

The grading description codes below are used to group the calves in similar groups according to breed, sex, weight, and grade. The following is a list of general descriptions. These descriptions are subject to slight changes according to what is consigned at each sale.

WEIGHT & SEX:

- **Single digit number** – Steer; Number coordinates with it's weight
- **Double digit number** (ends with 0) – Heifer; Number coordinates with it's weight

FRAME & MUSCLING:

- **M** – M/L Frame, #1 Muscling
- **T** – M/L Frame, #2 Muscling
- **S** – S Frame, #1 Muscling

EX1) M5A – M/L Frame, #1 muscling, 5-weight steer, Angus-based

EX2) T40EX – M/L Frame, #2 muscling, 4-weight heifer, Continental-based

COLOR & BREED CHARACTERISTICS:

- **A** – Black/BWF, Majority Angus influenced or based cattle. Showing predominantly Angus characteristics.
- **EX** – Blk/BWF, Red/RWF, CH-X/Smokies. Majority continental influenced. (*CH-X calves have black noses*)
- **SC** – Pink-nosed Charolais and spotted Simmentals
- **OX** – Crossbred cattle with odd or mixed colors
- **BR** – Blk/BWF, Red/RWF, Gray. Brangus or Brahman influenced cattle.
- **H** – Hereford

X. TOP REASONS FOR REJECTS

1. **Stags/Bulls:** Steers must be cut (or banded) and completely healed. Stags are castrated males that were either cut too late or not castrated correctly (only took out one testicle or left too much extra material). *Steers showing bullish characteristics will be rejected.*
2. Injury, lameness, sickness, bad eyes, excessive warts, or excessive ringworm.
3. Do not meet minimum weight requirements (*300 for regular sales and 400 for BQA sales*)
4. Calves with horns or showing signs of "rat tails."
5. S-2 and #3 graded cattle. A S-2 grade is a calf that is short and thin muscled according to the USDA grading chart. A #3 grade calf is too thin muscled according to the USDA grading chart.
6. Bred heifer, or showing probable signs of being bred (swollen udders). *Implants can cause heifers to exhibit signs of pregnancy.*
7. **Hot cattle:** *Typically due to long hair during warm months or due to being stressed.*

After calves are graded, the producer is responsible for asking about "rejects" – or calves that are ineligible to be sold in graded lots. "Rejects" can be taken home by the producer or sold individually at the end of the sale.

2019 Feeder Calf Program

Sale Consignment Form & Tag Request Form

*Use this form to send in your consignments for each feeder calf sale as well as request feeder calf sale tags.
You can also call Brooke at 704-322-9770 with consignments and tag requests.*

Please provide a good mailing address for tags to be shipped to.

Producer Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Telephone #: _____ Cell Phone #: _____

E-Mail: _____

SALE DATE	# OF HEAD TO CONSIGN <i>(estimate - does not have to be exact)</i>
March 21 - BQA Sale	
May 2 - Regular Sale	
June 6 - Regular Sale	
July 11 - BQA Sale	
August 1 - Regular Sale	
September 5 - BQA Sale	
September 12 - Regular Sale	

TYPE OF TAG	# OF TAGS NEEDED	MAIL OR PICK-UP AT BARN? <i>Please circle your preference</i>	
Regular Sales		MAIL	PICK-UP
BQA Sales		MAIL	PICK-UP

Return to Stanly County Livestock Market
c/o Brooke Harward

E-Mail: bnharward@gmail.com

Fax: 704-463-5861

PO Box 465

Richfield, NC 28137

For more information on the graded feeder calf sales, tag information, or consignments, please contact Marcus Harward at 704-322-0840, Bruce Shankle at 704-694-8686, or Brooke Harward at 704-322-9770.

2019 Feeder Calf Program • Regular Sale Health Verification Form

This form is required for all Regular Feeder Calf Sales at Stanly County Livestock Market.

This form must be returned to Stanly County Livestock Market before or on the day of the sale.

Return the form to bnharward@gmail.com or fax to 704-463-5861.

Producer Name: _____ Farm Name: _____

Mailing Address: _____

City, State, Zip: _____

Telephone #: _____ Cell Phone #: _____

E-Mail: _____

Projected Sale Date(s): _____

Regular Sale Health Verification Form - Additional details on next page.

Merck, Zoetis, and Boehringer Ingelheim protocols are on the next page.

VACCINATION PROTOCOL	Name of Product	Serial #	Date <i>(list date vaccine is given)</i>	Number of Head
1st Dose* – Modified live respiratory vaccine. Pasteurella must be included on the 1 st dose.				
1st Dose** – Clostridial/Blackleg Vaccine.				
Parasite Control***				
Optional: Implant				
Administer Feeder Calf Tags <i>(tagged at the farm with official tags)</i>				
<i>The Booster shots below are NOT REQUIRED but can be given. Must be given a minimum of 21 days before sale date.</i>				
Booster* – Modified live respiratory vaccine.				
Booster** – Clostridial/Blackleg Vaccine				
Optional: Second round of parasite control				

On the first dose, calves must be at least 4 months old. Vaccines must be given a minimum of 21 days before the sale.

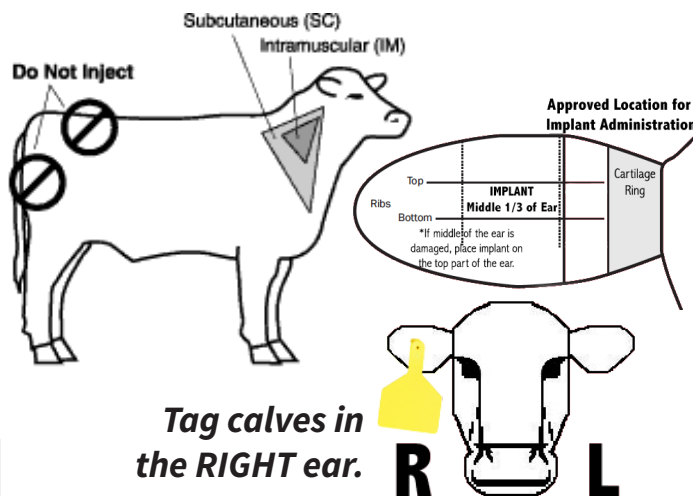
* Must have at least one dose of a modified live respiratory shot with pasteurella. If only administering one round of shots, pasteurella **must** be given on this dose.

** Must have at least one dose of blackleg. Somnus is NOT required, but can be given.

*** You can use your choice of dewormer. Recommended de-wormer products include Safeguard, Dectomax, Cydectin, Ivomec, or LongRange.

More vaccination notes can be found on the next page.

Questions or Concerns? Contact Marcus Harward at 704-322-0840 or Brooke Harward at 704-322-9770



2019 Feeder Calf Program Health Protocol - *Tips & Suggestions*

- All calves must have at least one dose of a **modified live respiratory vaccine (MLV) with pasteurella**. BQA calves require two doses of a **modified live respiratory vaccine (MLV)**.
 - For calves selling on the regular sale, this must be done on the first dose.
 - For calves selling on the BQA sale this can be done on the first or second dose. It is recommended to give the pasteurella at a separate time than the blackleg with somnus vaccine.
 - All calves must have at least one dose of a clostridial/blackleg vaccine. BQA calves require two doses of a clostridial/blackleg vaccine including at least one with somnus.

TIPS FOR VACCINE HANDLING

- Vaccine should be transported in a sealed, refrigerated container that includes a cool pack.
- Keep vaccines refrigerated and keep light out during storage. Do not freeze.
- Always keep vaccine refrigerated or cooled when handling cattle. Do not leave exposed to direct sunlight.
- All unused and unmixed product should remain refrigerated and only be mixed immediately prior to use.
- **Mix only enough vaccine to be used in a 30-minute period.**
- Syringes should never be cleaned with any disinfectant, only with water. Use syringes dedicated to vaccines only. Do not mix needles/syringes with antibiotics.

POTENTIAL REGULAR SALE VACCINATION PROTOCOLS

Administer the first vaccines prior to or at weaning. Vaccines must be given at least 21 days prior to the sale.



MERCK
Animal Health

- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Vista Once **AND** Vision 7

OPTION #2

1st Dose - Vista 5 & Once PMH IN **AND** Vision 7



- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Bovi-Shield Gold One Shot **AND** Ultrabac 7

OPTION #2

1st Dose - Inforce 3 & One Shot BVD **AND** Ultrabac 7



Boehringer
Ingelheim

- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Pyramid 5 + Presponse SQ **AND** Bar-Vac 7

For BQA Options, reference the Potential BQA Sale Vaccination Protocols

For more information on the vaccination protocols or the graded feeder calf sales, please contact Marcus Harward at 704-322-0840, Bruce Shankle at 704-694-8686, or Brooke Harward at 704-322-9770.

2019 Feeder Calf Program • BQA Sale Health Verification Form

This form is required for all Value-Added BQA Feeder Calf Sales at Stanly County Livestock Market.

This form must be returned to Stanly County Livestock Market before or on the day of the sale.

Return the form to bnharward@gmail.com or fax to 704-463-5861.

Producer Name: _____ Farm Name: _____

Mailing Address: _____

City, State, Zip: _____

Telephone #: _____ Cell Phone #: _____

E-Mail: _____ BQA Certification #: _____

Projected Sale Date(s): _____

BQA Sale Health Verification Form - Additional details on next page.

Merck, Zoetis, and Boehringer Ingelheim protocols are on the next page.

VACCINATION PROTOCOL	Name of Product	Serial #	Date <small>(list date vaccine is given)</small>	Number of Head
1st Dose* – Modified live respiratory vaccine.				
1st Dose** – Clostridial/Blackleg vaccine.				
Parasite Control***				
Optional: Implant				
<i>The Booster shots must be given within 4 months of the sale, but not within 21 days before sale date.</i>				
Must be weaned for 45+ days. List date weaned.				
Booster* – Modified live respiratory vaccine.				
Booster** – Clostridial/Blackleg vaccine				
Optional: Second round of parasite control				
Administer Feeder Calf Tags (tagged at the farm)				

On the first dose, calves must be at least 4 months old. Booster shots must be given at least 21 days before the sale, but not more than 4 months before the sale.

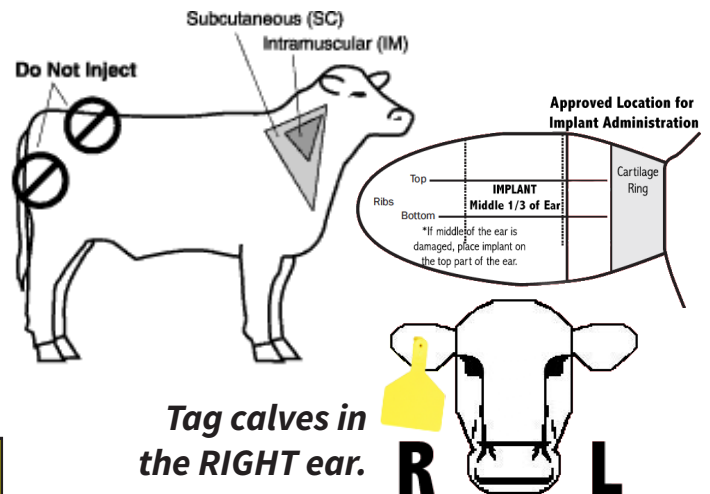
* At least one modified live respiratory shot must include pasteurella. This can be on the first dose or booster dose.

** At least one clostridial/blackleg vaccine must include somnus.

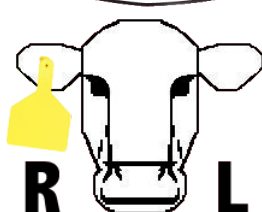
*** You can use your choice of de-wormer. Recommended de-wormer products include Safeguard, Dectomax, Cydectin, Ivomec, or LongRange.

More vaccination notes can be found on the next page.

Questions or Concerns? Contact Marcus Harward at 704-322-0840 or Brooke Harward at 704-322-9770



Tag calves in the RIGHT ear.



2019 Feeder Calf Program Health Protocol - *Tips & Suggestions*

- All calves must have at least one dose of a **modified live respiratory vaccine (MLV) with pasteurella**. BQA calves require two doses of a **modified live respiratory vaccine (MLV)**.
 - For calves selling on the regular sale, this must be done on the first dose.
 - For calves selling on the BQA sale this can be done on the first or second dose. It is recommended to give the pasteurella at a separate time than the blackleg with somnus vaccine.
 - All calves must have at least one dose of a clostridial/blackleg vaccine. BQA calves require two doses of a clostridial/blackleg vaccine including at least one with somnus.

TIPS FOR VACCINE HANDLING

- Vaccine should be transported in a sealed, refrigerated container that includes a cool pack.
- Keep vaccines refrigerated and keep light out during storage. Do not freeze.
- Always keep vaccine refrigerated or cooled when handling cattle. Do not leave exposed to direct sunlight.
- All unused and unmixed product should remain refrigerated and only be mixed immediately prior to use.
- **Mix only enough vaccine to be used in a 30-minute period.**
- Syringes should never be cleaned with any disinfectant, only with water. Use syringes dedicated to vaccines only. Do not mix needles/syringes with antibiotics.

POTENTIAL BQA VACCINATION PROTOCOLS

Administer the first vaccines prior to or at weaning. Revaccinate 3 to 6 weeks later.



MERCK
Animal Health

- Need to alternate Vista 5 and Vista Once vaccines
- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Vista Once **AND** Vision 7

2nd Dose - Vista 5 **AND** Vision 7 w/somnus

OPTION #2

1st Dose - Vista 5 **AND** Vision 7 w/somnus

2nd Dose - Vista Once **AND** Vision 7

OPTION #3

1st Dose - Vista 5 & Once PMH IN **AND** Vision 7

2nd Dose - Vista 5 **AND** Vision 7 w/somnus



- Need to alternate Bovi-Shield Gold 5 and Bovi-Shield Gold One Shot vaccines
- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Bovi-Shield Gold One Shot **AND** Ultrabac 7

2nd Dose - Bovi-Shield Gold 5 **AND** Ultrabac 7 w/somubac

OPTION #2

1st Dose - Bovi-Shield Gold 5 **AND** Ultrabac 7 w/somubac

2nd Dose - Bovi-Shield Gold One Shot **AND** Ultrabac 7

OPTION #3

1st Dose - Inforce 3 & One Shot BVD **AND** Ultrabac 7

2nd Dose - Bovi-Shield Gold 5 **AND** Ultrabac 7 w/somubac



**Boehringer
Ingelheim**

- Need to alternate Pyramid 5 and Pyramid 5 + Presponse SQ vaccines
- It is not recommended to give pasteurella vaccine and somnus at the same time

OPTION #1

1st Dose - Pyramid 5 + Presponse SQ **AND** Bar-Vac 7

2nd Dose - Pyramid 5 **AND** Bar-Vac 7 somnus

OPTION #2

1st Dose - Pyramid 5 **AND** Bar-Vac 7 somnus

2nd Dose - Pyramid 5 + Presponse SQ **AND** Bar-Vac 7

For more information on the vaccination protocols or the graded feeder calf sales, please contact Marcus Harward at 704-322-0840, Bruce Shankle at 704-694-8686, or Brooke Harward at 704-322-9770.